



Recyclers News Press

Iowa Auto Recyclers

September / October 2014

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RAS Buying Recall Switches

Rebuilders Automotive Supply (RAS) has been hired by General Motors to coordinate the purchase and return of certain used parts, which are subject to a product safety ignition switch recall, from aftermarket customers and salvage yards.

RAS is looking to purchase certain GM Ignition Switches, as defined on page 14, for \$75 per ignition switch.

These parts can be listed under the **Ignition Switch or Steering Column part types**, depending how your yard inventories these parts. Please identify if you have any of these parts you want to sell and use the instruction sheet on page 15 to complete the sale.

The part numbers subject to the recall are: GM / AC Delco Ignition & Start Switch service part number 10392423.

This is an important activity and both RAS and GM appreciate your prompt assistance in not reselling these parts but removing them from your inventory via purchase and shipment to RAS.

Additional part numbers for Ignition & Start Switch Housing Kits are also listed on page 14.



RAS pays \$75 per ignition switch

Continued on page 14...

ARA Compels OEM to Provide Info

ARA continues to educate all stakeholders in the parts recall process about the unique and critical role, which professional automotive recyclers play in deciding what happens to recycled OEM parts and how

crucial it is for recyclers to have part numbers when making supply chain decisions. This issue will be central to the nation's automotive safety agenda for the foreseeable future and ARA

Continued on page 16...



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Recyclers News Press

The RECYCLERS NEWS PRESS is published six times per year for the Iowa Automotive Recyclers. None of the material in this publication necessarily reflects the opinion of IAR, its officers, director, staff members or advertisers. Statements of fact and opinion are the responsibility of the author.

IAR Members are encouraged to submit material for publication in the Recyclers News Press. Content may be edited for length with the author's permission.

Deadline for submission is the 20th of the month prior to publication. Send content to Sue Schauls at Schauls3@mchsi.com with a full color graphic when possible.

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From the Desk of the Executive Director Sue Speaking

Summer seems to be behind us and fall is bearing down hard. With the usual prediction of early winter and heavy snow all we can really hope for is that the bad weather drives up parts demand and invigorates this sump the industry seems to be having a hard time shaking.

For me fall also means its time for another flurry of storm water sample kits to go out and samples to come in. Now is the time I start planning for Hill Days and the next Summer Outing. Even though those events seem like they just happen and flow gracefully I actually lay the groundwork well in advance.

It also has me thinking about ways we can deliver

Iowa Automotive Recyclers Storm Water Sampling LAB KIT

Every Iowa automotive salvage facility with more than 250 "junk" vehicles in the yard is required to conduct annual storm water runoff sampling. The I-CARE program has a discount at TestAmerica and a standard testing protocol to guarantee the appropriate parameters are tested per the Iowa Department of Natural Resources (DNR) storm water requirements.

Download the sampling procedures at:
<http://www.sueschauls.com/Storm-Water.html>
Sampling is a regulatory requirement!

Contact Sue Schauls at Schauls3@mchsi.com or fax this form to 319-233-7970 to order a sampling kit.

Laboratory testing authorized by:

Name: _____

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Phone #: _____

Email: _____

Signature: _____

Sampling should be conducted after spring thaw and before the first freeze. April through October is best. Lab fee is \$355 including analysis of results.

Make check payable and mail to:
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From the Desk of the Executive Director

Sue Speaking

services to our membership without pulling folks away from the sales counter. And how do we move the association into the global electronic age and still maintain the fellowship that I think is the most endearing part of membership?

Trade associations such as ours and other industry types are seeing a metamorphosis as the members are going through a challenging time in the economy, along with everyone else. Darwinian forces are at work sorting out the successful from the mediocre. The association role in providing a wide array of data and compiling, analyzing, distilling and communicating useful knowledge that impacts members is increasingly important. The age of instant information so quickly became information overload.

The issues we face as an association center around making membership valued-added. Meaning the member should feel that they get something they would have a difficulty getting alone. Our I-CARE program comes to mind here. Together we have brought a level of attention to detail in environmental and safety compliance we could not have achieved solo.

Another area the association plays a vital role in is advocacy, still the most widely validated currency on Capitol Hill. In the famous words of Margaret Mead, "Never doubt that a small group of thoughtful, committed, citizens can change the world. Indeed, it is the only thing that ever has."

So as we enter into preparation for the long winter ahead we at least understand that work needs to be done and that we need to work together to find the best way for the association to meet the challenges of the modern day. The funny part is that it is the same dilemma the association has faced in every era!

Thanks for listening,
Sue Schauls

Sue Schauls, Executive Director



Iowa Automotive Recyclers
www.IowaAutoRecyclers.com

SAVE the DATE

Summer Outing 2015
Prairie Meadows
Conference & Trade Show 

Des Moines, Iowa
May 29-30, 2015



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LARGEST INDUSTRY EXPO

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SPOTLIGHT ON:
FUN SOCIAL EVENTS

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For Convention Info & Registration, visit
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Iowa Automotive Recyclers Board of Directors Meeting

August 19, 2014 5:15 pm
Teleconference

Members present: Andy Wilken, Sue Schauls, Tracy Hurst, Tom Quandt, Mike Swift, Brad Osborn, Eric L. Piper, Mike Davidson, Tom Snyder, Eric C. Piper, Brent Nugent, Clyde Lems, and Jim Piazza.

President Andy Wilken called the meeting to order at 5:25 p.m.

New Business:

Hamari Update – Sue sent the board members by email the summary of the Harari Report from Paul Steier at the Department of Transportation. The board did not feel like there was much valuable information in this report so there was a lot of discussion among the board members about our next plan of action.

Jim Piazza suggested going to the Department of Public Safety and talking to Larry Noble with the vehicle theft division. He also thought the IAR members need to get their elected officials involved in this.

Rebuilder Tax Basis – This proved to be another topic that drew a lot of spirited discussion because of the effect on the customers of licensed recyclers who buy and rebuild vehicles. Clyde, Sue & Mike Swift recapped the meeting with the Dept. of Revenue and Dept. of Transportation held on August 5th.

Some items brought up during the discussion were: what the DOR interprets the new code to read for fair market value vs. that the industry believes fair market

value is set by sale price of the rebuilder vehicle + parts with no value for labor or supplies, determining a fair market value, using receipts for tax purposes, printing a brochure for IAR member with information on steps taken to address the new form so that info can be shared with their customers who are complaining about the confusion and unfairness of value vs cost, compromising with the departments on the value used for taxation such that they are looking for a 25-35% reduction from NADA book value vs standing our ground on this issue and explaining that the lack of taxation is actual at the time of purchase of the wrecked vehicle, defining a fair market value with elected officials. Sue said she would continue a conversation with the Department of Revenue.



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ISRI

Iowa Automotive Recyclers Board of Directors Meeting

August 19, 2014 5:15 pm
Teleconference

New Direct Member – Tournier Recycling (Independence) has applied for membership into the IAR. Brent made a motion to accept Tournier Recycling as a Direct Member with a 2nd from Tom S.; motion carried. Andy will make a site visit.

ARA Website – ARA offers a free website in the form of an Iowa ARA portal which Sue could update herself. It will take some time to get it updated with current information and Sue is asking for money to pay for some labor to help her with this job. She said the IAR website wouldn't need regular updates with the new ARA portal which she could update as needed going forward. Tracy made a motion to allow Sue a budget of \$400-\$600 to hire someone to help her with the initial updating process; Eric seconded the motion; motion carried.

Meeting Schedule

- September 16, 2014 – **Okoboji Grill, Pleasant Hill, Iowa** – Technology Roundtable with Tait Hines & Lunch at Noon– Board Meeting at 1:00 pm – Goal Setting for Upcoming Legislative Session
- October 14, 2014 – 5:15 pm – Conference call
- November 18, 2014 – 5:15 pm – Conference call
- **December 16, 2014** – 5:15 pm – Conference call
- January 2015 – Board meeting & Hill Day (date TBD)

NOTE: Please note future meeting changes in bold above!

Eric made a motion to adjourn with a 2nd from Mike S. The meeting was adjourned at 6:41 p.m.

Respectfully submitted

Jeff Smid

Jeff Smid, Secretary

Save the Date

May 29-30, 2015

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The Iowa Auto Recyclers NEWSPRESS is sent to 700+ Auto Recyclers in the Midwest & beyond and related businesses throughout the US. All pages of the newsletter are in full color at no additional charge for advertisers. We decreased the "pen to print" turnaround time and enabled the newsletter to provide more timely information, updates and changes with each addition at no charge! Additionally, the association will be rewarded through your advertising fee.

Advertise in the NEWSPRESS now and reach your target audience! See our online edition at <http://www.iowaautorecyclers.com/newsletters.html>

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Full Page Ad	7.25" x 10"	\$300	\$1800/year
Inside Cover	7.25" x 10"	\$425	\$2550/year
Back Cover	7.25" x 7.25"	\$425	\$2550/ year

Associate members are encouraged to submit a profile article once per year to be featured in the newsletter at no cost! Call Sue to plan your feature article. We want to tell auto recyclers all about you!

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FTC Approves Amendments to Used Auto Parts Guides

The Federal Trade Commission has amended its [Used Auto Parts Guides](#), which are designed to prevent the unfair or deceptive marketing of used motor vehicle parts and assemblies containing used parts, such as engines and transmissions.

The Guides in this part apply to the manufacture, sale, distribution, marketing and advertising (including advertising in electronic format, such as on the Internet) of used parts and assemblies containing used parts designed for use in motor vehicles whether or not such parts or assemblies have been reconstructed in any way. The Guides refer to such parts and assemblies as “industry products.”

The “Guides for the Rebuilt, Reconditioned and Other Used Automobile Parts Industry” declare certain prac-

tices to be unfair or deceptive under the FTC Act, including misrepresenting that an industry product is new or the amount of use of an industry product, misrepresenting the identity of anyone who worked on an industry product after its removal from the original vehicle, and misrepresenting its condition or the amount of work done to it after its removal from the original vehicle.

Reference: <http://www.ftc.gov/news-events/press-releases/2014/07/ftc-approves-amendments-used-auto-parts-guides>

The Used Auto Parts Guides are codified in 16 CFR Part 20 accessible online at: cfr.regstoday.com/16cfr20.aspx

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Know Your Credit Score

And how it was determined

Your credit score, also known as FICO, is a score calculated from your credit report. It's an indicator of how risky a borrower you are. Your credit score can range anywhere from 300-850, and the higher the score, the better. When you apply for a loan your credit score is used by the lender to determine how much they will lend and your interest rate. The more risky you seem, the smaller the loan and the higher the interest rate.

Do you know your credit score?

There are 5 factors that contribute to the credit score and knowing what they are will make it easier to increase your credit score and creditworthiness. The five factors include:

Payment History- Are you paying your bills on time? This accounts for about **35%** of the score.

Total Amount Owed- According to Mint.com¹, you should strive to keep your score healthy by using less than 30% of available credit across all your credit cards. This factor accounts for **30%** of the score.

Length of Credit History- This factor accounts for **15%** of the score. Getting an early start on building good credit is essential.

New Credit- Number of recently opened accounts and credit inquires. This accounts for **10%** of the score.

Types of Credit Used- Car loan, mortgage, and credit cards. This accounts for **10%** of the score.

A score above 760 means you have excellent credit. Repairing or improving your credit score can take time. Here are *3 Ways to Improve Your Credit Score*:

1. Check Your Credit Report

Check your credit report annually. Use sites like www.annualcreditreport.com to check credit report once per year per credit bureau (there are three) for free. Review credit report for errors and make sure that the amounts owed are correct and that no late

payments incorrectly listed. Dispute any errors with the credit bureau and reporting agency.

2. Set Up Payment Reminders

Paying your credit payments on time is a big contributing factor to credit score. Enroll in automatic payments for credit card and loan debts to have payments automatically debited.

3. Reduce the Amount of Debt You Owe

Credit score is also based on your debt ratio (i.e. how much balance you have vs. your total credit limit), reducing the amount owed can help increase credit score. Develop a payment plan that makes additional payments on the debt with the highest interest rate first, while maintaining minimum payments on other accounts.

Reference: <http://www.fsb1879.com/news-info/3-easy-ways-to-improve-your-credit-score.aspx>

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ARA Convention & Expo Agenda

Wednesday October 22, 2014	
8:00am - 4:00pm	ARA Registration Open
8:30am - 10:45am	Nissan Plant Tour
9:30am - 11:45am	Nissan Plant Tour
11:00am - 1:00pm	NashTrash Tour (depart from Magnolia Lobby at 10:00am)
12:30pm - 2:40pm	Nissan Plant Tour
2:45pm - 5:00pm	Nissan Plant Tour
3:00pm - 5:00pm	Board of Directors Meeting (OPEN)
6:30pm - 9:30pm	Recyclers Reign @ Wildhorse Saloon (depart from Magnolia Lobby at 6:00pm)
Thursday October 23, 2014	
7:00 am - 5:30 pm	ARA Registration Open
7:30am - 9:00am	Educational Foundation Committee Mtg. Scholarship Foundation Committee Mtg.
7:30am - 9:30am	Hospitality
8:00am - 10:15am	Nissan Plant Tour
8:30am - 11:55am	Educational Sessions
11:00am - 1:00pm	NashTrash Tour (depart from Magnolia Lobby at 10:00am)
Noon - 1:30pm	Annual Membership Meeting with Committee Reports
1:40pm - 3:30pm	Educational Sessions
1:30pm - 4:45pm	Affiliates Education Session
2:30pm - 4:30pm	Nissan Plant Tour
3:40pm - 4:40pm	Keynote Session: I-CAR: The Vehicle Technology Tsunami, Learning Culture and Training ROI John VanAlstyne
5:00 pm - 9:00 pm	Past Presidents Reception & Exposition Opening

Friday October 24, 2014	
7:15am - 9:30am	Nissan Plant Tour
7:30am - 9:00 am	Hospitality
7:30 am - 5:00 pm	ARA Registration Open
8:00am - 9:00am	LARA Breakfast
9:00am - 9:50am	Educational Sessions
10:00am - 11:15am	Keynote Session: Living in the Tension: How to get ahead in business without leaving your life behind. Christy Wright
11:30am - 3:30pm	Exposition Open (Lunch 11:30am - 1:00pm)
11:30am - 12:30pm	Regional Directors Mtg. Gold Seal Committee Mtg.
12:40pm - 1:40pm	CAR Committee Mtg.
1:50pm - 2:50pm	Govt. Affairs Committee Mtg. Electronic Commerce Committee
3:40pm - 5:30pm	Educational Sessions
6:00 pm - 6:30 pm	Pre-Dinner Reception
6:30pm - 9:00pm	ARA Themed Awards Dinner & Presidential Gavel Ceremony
9:00pm - 11:00pm	Gatsby/ARA Casino Party
Saturday October 25, 2014	
8:00 am - 2:00 pm	ARA Registration Open
8:00am - 11:00am	Affiliate Chapters Meeting
9:00am - 1:00pm	Exposition Open (Breakfast 9:00am - 10:30am)
10:00am - 11:00am	Events Advisory Committee Mtg. Technical Advisory Committee
11:00am - Noon	Safety Committee Mtg.
1:00pm - 4:30pm	Educational Sessions
1:45pm - 2:15pm	Afternoon Break
5:30 PM	Busses depart to Yard Tour
6:30 pm - 10:00 pm	Yard Tour and BBQ at Express Auto Recyclers



ARA 71ST ANNUAL CONVENTION
NASHVILLE, TN & EXPO
 OCTOBER 22-25, 2014

ON THE MAIN STAGE:
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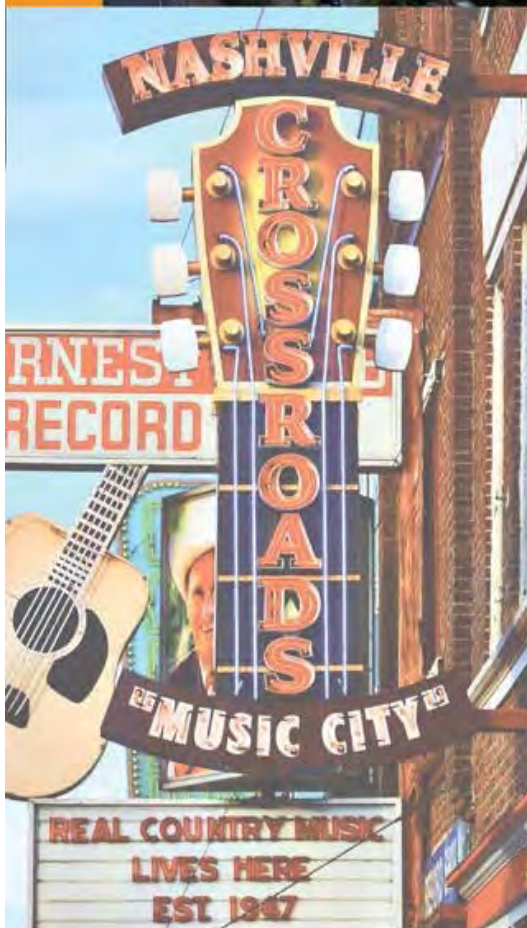
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Convention Registration
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RAS Cores to Buy Some Recalled Ignition Switches

Continued from front cover...

The part numbers subject to the recall are: GM / AC Delco Ignition & Start Switch service part number 10392423. Also, the following Ignition & Start Switch Housing Kits that contain or may contain part number 10392423 GM Parts and AC Delco service part numbers 10392737, 15857948, 15854953, 15896640, and 25846762.

RAS is providing this notice to you with respect to parts in the following vehicle populations:

2005-2010 Chevrolet Cobalt	2006-2011 Chevrolet HHR
2006-2010 Pontiac Solstice	2005-2006 Pontiac Pursuit (Canada only)
2007-2010 Pontiac G5	2003-2007 Saturn Ion
2007-2010 Saturn Sky	

The parts in these models that are subject to the recall are the ignition switch, the ignition lock cylinder, and the ignition key.

RAS is purchasing the Ignition Switch only. Please use the table to search for the Ignition Switch and/or the Steering Columns which may contain the affected Ignition Switches.

As GM has publicly advised, there is a risk, under certain conditions, that the ignition switch may unintentionally move from the "run" position to the "accessory" or "off" position with a corresponding reduction or loss of power. This risk may be increased if a key ring is carrying added weight or the vehicle goes off-road or experiences some other jarring event. Furthermore, the timing of the key movement out of the "run" position, relative to the activation sensing algorithm of the crash event, may result in the airbags not deploying, increasing the potential for occupant injury in certain kinds of crashes.

Therefore, any of these parts in your inventory or possession SHOULD NOT be resold to the public, repair shops, service stations or any other entity for re-use.

Please immediately contact RAS at CORECONNECT@coresupply.com or call 1-877-829-1553 and RAS will make arrangements to purchase these parts. Along with each part number, RAS will need the VIN or, if the VIN is not available, the year, make, and model vehicle from which the parts came from for important record-keeping purposes. Specific shipping and labeling information will be provided at the time of purchase.

RAS sincerely appreciate your business and look forward to bringing you more part-sales opportunities in the future.

Interchange #	Part Type
633-00209	Ignition Switch Only
238-0.098A	Steering Column IMPORTANT: the Ignition Switch and Lock Cylinder parts will need to be removed from the Steering Column before shipping
238-00633A	
238-00633B	
238-00968A	
238-00968B	
238-00968C	
238-02868A	
238-02868B	
238-02868C	
238-02868D	
238-02868E	
238-03098B	
238-03171A	
238-03172A	



Purchase Order Instructions

1. Please email CORECONNECT@coresupply.com or call RAS at (877) 829-1553 x178 to get a shipping label and purchase order number. RAS will require an email address and a pick up address in order to send you the shipping label. **Please notify RAS if the shipper has a daily UPS pickup, if not, a pickup will be scheduled online by RAS.**

PURCHASE ORDER NUMBER ASSIGNED BY RAS:

2. Please confirm the pickup and remit to addresses below

	Pickup Address	Remit to Address (enter "same" if same as pickup)
Business Name:	<input style="width: 95%; height: 20px;" type="text"/>	<input style="width: 95%; height: 20px;" type="text"/>
Contact Name:	<input style="width: 95%; height: 20px;" type="text"/>	<input style="width: 95%; height: 20px;" type="text"/>
Address:	<input style="width: 95%; height: 20px;" type="text"/>	<input style="width: 95%; height: 20px;" type="text"/>
City, State, Zip:	<input style="width: 95%; height: 20px;" type="text"/>	<input style="width: 95%; height: 20px;" type="text"/>
Phone:	<input style="width: 95%; height: 20px;" type="text"/>	<input style="width: 95%; height: 20px;" type="text"/>

3. Please enter the quantity you are shipping for each item and be sure to tag the part with the VIN, Make/Model/Year, and Yard Name. RAS pays \$75 per part.

Quantity	Description	VIN(s)
<input style="width: 95%; height: 20px;" type="text"/>	2005-2010 Chevrolet Cobalt	<input style="width: 95%; height: 20px;" type="text"/>
<input style="width: 95%; height: 20px;" type="text"/>	2006-2010 Pontiac Solstice	<input style="width: 95%; height: 20px;" type="text"/>
<input style="width: 95%; height: 20px;" type="text"/>	2007-2010 Pontiac G5	<input style="width: 95%; height: 20px;" type="text"/>
<input style="width: 95%; height: 20px;" type="text"/>	2006-2011 Chevrolet HHR	<input style="width: 95%; height: 20px;" type="text"/>
<input style="width: 95%; height: 20px;" type="text"/>	2005-2006 Pontiac Pursuit (Canada Only)	<input style="width: 95%; height: 20px;" type="text"/>
<input style="width: 95%; height: 20px;" type="text"/>	2003-2007 Saturn Ion	<input style="width: 95%; height: 20px;" type="text"/>
<input style="width: 95%; height: 20px;" type="text"/>	2007-2010 Saturn Sky	<input style="width: 95%; height: 20px;" type="text"/>

4. Email this form to CORECONNECT@coresupply.com or fax to 401-381-2180
5. Print and include this page as a Packing Slip inside the box
6. Affix the shipping label and send to RAS via UPS

Quality Specs:

Ignition lock cylinder to Ignition Switch - Must include Ignition Switch!

GM Contracts with Third-Party Companies to Buy Recalled Ignition Switches from Automotive Recyclers

Continued from front cover...

will not stop in its efforts to compel the automobile manufacturer community to eliminate decades old data restrictions and provide professional automotive recyclers with access to the same part numbers that the automakers provide to their dealer networks, the insurance industry and the collision repair community.

General Motors (GM) is reporting to industry press that the manufacturer is wading into new territory in the effort to find all of its recalled ignition switches. According to GM's Vice President of North American Customer Care and Aftersales, GM has "used extraordinary tactics that the company has never pursued before including contracting with third-party companies to find switches from salvage yards."

Not long after GM issued these statements, ARA became aware of notices being received by ARA members from a third party contractor explaining that it had been hired by GM to **"coordinate the purchase and return of certain used parts, which are subject to a product safety ignition switch recall, from salvage yards."**



Information provided to the yards' parts sales managers not only included the make, model and year of the vehicles subject to the recall but also detailed the specific part numbers, which the letter stated, "are provided so the manager can identify the parts being recalled."

It comes as no surprise to ARA and its members of course, that the manufacturer knows well the hurdles that professional automotive recyclers must routinely go through to correctly identify parts without specific part numbers.

In the past several months, ARA has met with several automakers to discuss the need for professional automotive recyclers' access to parts numbers on a routine basis to correctly identify OEM recycled parts. Only with this information can recyclers determine the appropriate path for OEM recycled parts in the parts supply chain.

ARA will continue to educate the industry about the critical role professional automotive recyclers play in the distribution of recycled OEM parts and how crucial it is for recyclers to have part numbers when making supply chain decisions.

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The U.S. Dept. of Transportation National Highway Traffic Safety Administration (NHTSA) has unveiled a new, free, online search tool consumers and dealers can use to find out if a vehicle is directly impacted by a recall. The new tool is available on: www.safercar.gov/vinlookup and all you need to do is enter the VIN.

Mosquito Control for Your Yard

An Ounce of Prevention is Worth a Pound of Cure

Mosquitoes continue to be top of the list of nuisances in the summer. In fact some city ordinances have mosquito prevention as a requirement in keeping real estate from being deemed nuisance properties. Usually the ordinance is geared toward keeping neighborhoods from becoming unsightly but can impact automotive salvage facilities located within city limits too.

The most simple and organic measure to prevent mosquitoes from breeding on-site is to keep a clean yard that frequently rotates inventory. An important part of mosquito control is making sure that mosquitoes don't have a place to lay their eggs. Because mosquitoes need water for two stages of their life cycle, it's important to monitor standing water sources.



Pay attention to the number of tires on-site that are stored outside therefore accumulating storm water. Stagnant water is the incubator for mosquito larvae.

There are other steps you can take to reduce mosquito populations without using insecticides such as emptying water from containers such as pet water dishes, cans, buckets and gutters regularly to disrupt the mosquito breeding cycle. Clean gutters can make a big difference.

Insecticides can also be used to help control mosquitoes. Some products are designed to be applied directly to water to control mosquito larvae, while others are used more broadly to control adult mosquitoes.

Mosquito control can combat an outbreak of mosquito-borne disease or a nuisance infestation. Larvicides target larvae in the breeding habitat before they can mature into adult mosquitoes and disperse. Mosquito adulticides are applied as ultra-low volume (ULV) sprays. ULV sprayers dispense fine aerosol droplets that stay aloft and kill flying mosquitoes on contact.

Some community agencies provide mosquito control as a service to the public and may apply pesticides by trucks or planes. Professional services may also be hired to manage your pest problem. Products used are subject to the FIFRA or Federal Insecticide, Fun-

gicide, and Rodenticide Act.

The objective of FIFRA is to provide federal control of pesticide distribution, sale, and use. All pesticides used in the United States must be registered (licensed) by EPA. Registration assures that pesticides will be properly labeled and that, if used in accordance with specifications, will not cause unreasonable harm to the environment. Use of each registered pesticide must be consistent with use directions contained on the label or labeling.

The EPA has helpful websites on both mosquito control and FIFRA at <http://www2.epa.gov/mosquitocontrol> & <http://www.epa.gov/agriculture/fra.html>, respectively.

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CDC & EPA Combine Forces Against Insect-Borne Diseases

News Releases from EPA Headquarters

The Centers for Diseases Control and Prevention (CDC) and the Environmental Protection Agency (EPA) are working together to get the word out about how to choose and use insect repellents to avoid insect-borne infection and stay healthy.

In the United States, mosquito bites used to be more annoying than anything else, requiring old-fashioned remedies and maybe a bandage to ward off infection. That all changed in 1999, when the CDC revealed that mosquito-borne West Nile virus was detected in the United States, a disease that causes febrile illness (fevers), encephalitis (inflammation of the brain) or meningitis (inflammation of the lining of the brain and spinal cord).

A "Joint Statement on Insect Repellents from the EPA and the CDC," issued in July reveals that from 1999 through 2012, mosquito-transmitted West Nile virus caused more than 36,000 cases and 1,500 deaths in the United States. In addition, mosquitoes also transmit other diseases, including La Crosse encephalitis, eastern equine encephalitis and dengue fever, which is caused by any one of four related viruses carried by mosquitoes. Outside the United States, travelers may also be exposed to mosquito-transmitted pathogens that cause malaria, Japanese encephalitis, and chikungunya, which is a growing threat in the Western Hemisphere.

Nationwide, federal, state, and local agencies work together to oversee and maintain mosquito control programs that provide prevention, public education, and insect population management services. Many also provide information about local risks of tick-borne

diseases. Unfortunately, these services are not available everywhere in the country and cannot completely eliminate the potential for infection.

As a result, people who spend a lot of time outdoors for work or play should heed the Agencies' recent recommendation to use insect repellents and take other precautions to minimize the potential for infection.

Specifically, insect repellent use is considered a valuable tool in the Agencies' overall Integrated Pest Management scheme to control populations of mosquitoes and ticks and protect human health.

Skin-applied insect repellents offer an effective way for individuals to protect themselves from the increasing prevalence of insect-borne diseases in the United States. But understanding which repellent works for which insects and how long they are effective has been a problem until the EPA unveiled its new "Repellency Awareness Graphic"



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CDC & EPA Combine Forces Against Insect-Borne Diseases

News Releases from EPA Headquarters

and other tools to help consumers choose the best insect repellent for the job at hand.

New Insect Repellent Graphic Will Aid Consumers

Using insect repellents to protect against the increasing threat of insect-borne diseases may become as common as using sunscreen to protect against skin cancer. At least that is the hope of the EPA and CDC in their joint effort to encourage the use of insect repellents and make it easier to determine what insects will be repelled and for how long.

The EPA's new Repellency Awareness Graphic represents a big step forward in that effort. An understandable and simple set of symbols was created for use on product labels. The symbols provide an image of the insect or insects they repel, either a mosquito, a tick, or both, as well as the typical number of hours, or protection time, the repellent can be expected to continue to repel the insect(s). For more information visit their website at: <http://www2.epa.gov/insect-repellents/repellency-awareness-graphic>

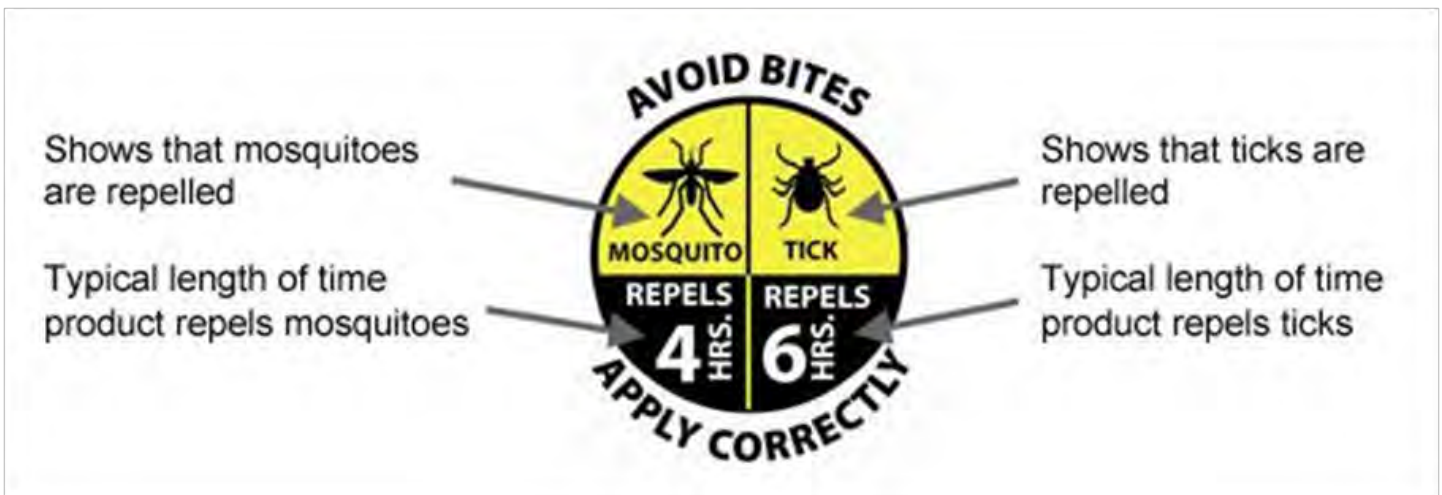
Benefits of the Graphic

1. Protection—The repellency awareness graphic can help people protect themselves. Mosquitoes and ticks may carry diseases, such as West Nile virus and Lyme disease.

The best way to protect yourself and your family is to avoid bites! Insect repellents can discourage mosquitoes, ticks and other biting insects from landing on you.

2. Information—The graphic will identify the type of pest the product is expected to repel and the amount of time the repellent will be effective. The repellency awareness graphic will be available only for skin-applied insect repellent products. You may see one of three versions of the graphic on a product label showing that mosquitoes, ticks, or mosquitoes AND ticks are repelled.

3. Choice—Some repellents work longer than others. Choose a product with a protection time that works for your expected activity.



The Repellency Awareness graphic will provide clear information about repellency on a product label to help you choose an insect repellent.

4. Confidence—The number(s) shown in the graphic represent typical protection time(s).

- Protection time(s) are based on multiple, reliable studies. Products with this graphic have gone through an extra review by EPA.

Dealer Must Identify as Dealer on Craigslist Ads

A used Car Dealer or Auto Recycler in the state of Iowa must identify themselves as dealers when offering goods for sale such as cars or used auto parts.


Even in online advertising medium such as Craigslist the identification is necessary. This advertising issue is covered by the Consumer Fraud Act, Iowa Code Section 714.16, and Iowa Consumer Credit Code, Iowa Code Chapter 537. This applies to all representations for advertisements for products or services.

Consult your used car dealer education manual, Chapter 11, for more information. Bill Brauch of the Consumer Fraud Protection Division published a memorandum of interpretation addressing information

requests regarding the laws and regulations that apply to motor vehicle advertising to Iowans.

The Director of the Consumer Protection Division wrote that the information applies to all motor vehicle advertising to Iowans, regardless of the State in which the advertising dealer is located.

The correspondence went on to say "the Consumer Fraud Act, in part, bans deception, misrepresentation, unfair practices, and omission of material fact with intent that others rely on the omissions. It applies to all representations or advertisements made for any product or service. The Attorney General may file a civil lawsuit under the Act to obtain refunds for injured consumers, civil penalties up to \$40,000 per violation,



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attorney fees and costs, and temporary and permanent injunctive relief. ...We [Consumer Fraud Protection Division] reserve the right to take action under the Act against any person or entity that does not comply with our Guidelines or enforcement positions.”

In a nutshell, a business must identify themselves as a business when advertising or presenting products to a consumer.

The recent addition of the \$5 fee for dealers to advertise on Craigslist may have inadvertently lead some dealers to omit that identification. That could end up being a costly mistake if enforcement action is taken by the state agencies governing motor vehicles sales and sales of products or services to consumers in Iowa.

The added benefit of making the required identification as a dealer will also set apart the compliant licensed automotive recycler and used car dealer from the unlicensed and illegal operator selling parts, rebuilders and/or offering automotive recycling services to unsuspecting consumers.

Recall that in the last legislative session the “Scrapper Definition” bill passed, updating Iowa Code Section 321.1, subsections 89, 92 and 93, to require any person or entity advertising as a recycler or offering recycling services to be licensed or face penalty.

This specifically addresses the “We Buy Junk Car” and used auto parts or rebuilder advertisers who may not be protecting the consumer by formally reporting VINs to NMVTIS and/or handling titles with consumer identify information appropriately. Nor are illegal entities handling the vehicle in compliance with environmental and safety regulations.

In a summation by our Lobbyist, Jim Piazza Jr, who was instrumental in getting the legislation passed, Jim stated “*Its official. Governor Branstad signed SF2250 [Scrapper Definition] on March 26, 2014. The law will become effective July 1, 2014.*

It is my hope that the change will help the enforcement efforts against the unlicensed illegally engaging in the business of buying and selling salvage title vehicles, parts and rebuilding vehicles. I also believe that this may have an impact on curbstoners where the vehicle sold has been rebuilt. This law change, in conjunction with current DOT enforcement operations and the use of Hamari [reporting] may lead to stronger interdiction efforts.

Through this legislative effort we have certainly educated more lawmakers as to our industry and some of the issues it faces daily. We also know we have some friends on the Hill.

I think we should see what can be done about expanding enforcement to local authorities in the future.”

As internet marketing takes hold in advertising, the data is easily available to be used by enforcement agencies to build cases against those unlicensed businesses conducting commerce illegally. The Scrapper Definition puts some teeth into the use of the data but we don’t want our licensed members to be caught up in the enforcement action for running blind ads on Craigslist just to save \$5. **So identify your business name in all advertising of products and services to Iowans!**

Associate Members Listing 2014

Member	Website	Phone
Al-Jon Manufacturing	www.aljon.com	641-682-4506
Alter Metal Recycling	www.altertrading.com	515-262-0764
Auto Data Direct, Inc.	www.add123.com	850-877-8804
Behr Iron & Metal	www.BehrIM.com	641-424-9521
Car-Part.com	www.car-part.com	859-344-1925
DeVries Equipment		515-964-2299
EZ Crusher	www.EZCrusher.com	320-274-3594
Full-Line		812-447-0746
Gerdau Ameristeel	www.GerdauAmeristeel.com	563-732-4618
Global Parts Solution & Transport, LLC	www.globalpartssolutions.com	414-861-8442
Holiday Wrecker Service, Inc.	www.holidaywreckerandcrane.com	319-351-9091
Hollander	www.HollanderParts.com	763-553-0644
IIADA	www.iowaiada.com	641-755-4177
Integrated Recycling Technologies	www.IRTMN.com	763-295-6992
JP Salvage & Core LLC		515-865-0010
LAMB Fuels	www.LambFuels.com	219-688-3330
Legend Smelting & Recycling	www.LegendSmelting.com	815-744-1850
LKQ Corporation	www.LKQCorp.com	954-492-9092
LSB Financial	www.mylsb.com	319-268-4242
Metro Salvage Pool	www.metro salvagepool.com	515-266-5196
Nordstrom's Automotive, Inc.	www.nordstromsauto.com	605-594-3910
Olston's Auto Recycling	www.Olstons.com	402-467-4541
OverBuilt, Inc.	www.Overbuilt.com	605-352-6469
Pal Fleet Truck Equipment Company	www.PalFleet.com	712-323-7116
PAM's Auto	www.pamsauto.com	320-363-0000
Precision Metal Works (PMW)	www.pmwequipment.com	800-272-5438
QRP Salvage Solutions	www.qrp1source.com	888-241-0294
Quad City Salvage Auction QCSA	www.qcsadirect.com	855-595-5364
Rebuilder Automotive Supply	www.CoreSupply.com	877-829-1553
Recyclers Power Source	www.recyclerspowersource.com	712-336-5614
S & L Auto Parts, Inc.		641-521-0156
Shine Bros. Corp.	www.shinebros.com	712-262-5579
Sioux City Compressed Steel	www.CompressedSteel.com	712-277-4100
Speedometer Repair Guy, LLC		507-429-4489
T&T Iron and Metal	www.tandtironandmetals.com	815-747-2334
The Locator Magazine	www.PartsLocator.com	712-458-2213
United Milwaukee Scrap LLC	www.umswi.com	952-882-0880
Ward Enterprises		641-477-8334
Washer Systems of Iowa		515-289-1844
Wheeler's Auto Body Supply	www.WheelersAutoBody.com	319-234-3414

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Surefire Ways to De-motivate Salespeople

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Everyone wants to know: *How do I motivate my sales reps?* But what if the simplest fix is to just stop doing the things that de-motivate your sales crew? Here are 3 things to avoid that erode the motivation:

1. Micromanagement--The act of managing with excessive control will stifle creativity and motivation. Think about an overbearing boss you've had in the past and then evaluate your managers within this picture. *Solutions: Train the manager to allow sales reps more autonomy.*

2. Lack of training--Training for salespeople usually falls into three primary categories--sales, product and technical. Without addressing each of these at some level, sales reps have to fill the gap themselves, dif-

fusing their focus--and eroding sales and motivation. *Solution: Identify where the team as a whole needs development in addition to individuals.*

3. Poor customer service--Your sales rep just landed a sale based on a promise. Not delivering on that promise makes salespeople look bad and they lose confidence in the company and motivation to sell. *Solution: Clearly define the expectations for the dismantlers and shipping crew to maintain continuity with the sales reps.*

If you find that your organization is doing any of these things, you can make the change to improve. You may find that with some simple adjustments, your sales team will thrive!

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 Dealer 101 – “I’m Glad you Told Me That”
 Safety and Environmental Education for Auto Dealers
 Dealer Guidance for Consumer Financing Compliance

Thursday, September 18, 2014 - SOUTHWESTERN COMMUNITY COLLEGE - CRESTON
 Safety and Environmental Education for Auto Dealers
 Compliance Requirements, Policies and Procedures for Buy Here Pay Here

Friday, September 19, 2014 - SOUTHWESTERN COMMUNITY COLLEGE – CRESTON
 Dealer 101 – “I’m Glad you Told Me That”
 Dealer Guidance for Consumer Financing Compliance

Friday, September 26, 2014 - NORTHEAST IOWA COMMUNITY COLLEGE – CALMAR
 Dealer 101 – “I’m Glad you Told Me That”
 Safety and Environmental Education for Auto Dealers
 Dealer Guidance for Consumer Financing Compliance

Friday, October 3 - DES MOINES AREA COMMUNITY COLLEGE - SOUTHRIDGE CENTER, DES MOINES
 Compliance Requirements, Policies and Procedures for Buy Here Pay Here Dealerships.
 Safety and Environmental Education for Auto Dealers
 Dealer Guidance for Consumer Financing Compliance

Thursday, October 9, 2014 - NORTHWEST COMMUNITY COLLEGE - SHELDON
 Safety and Environmental Education for Auto Dealers

Friday, October 10, 2014 - IOWA LAKES COMMUNITY COLLEGE - SPIRIT LAKE
 Safety and Environmental Education for Auto Dealers
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Friday, October 17, 2014 - INDIAN HILLS COMMUNITY COLLEGE – OTTUMWA, IOWA
 Dealer 101 – “I’m Glad you Told Me That”
 Safety and Environmental Education for Auto Dealers
 Dealer Guidance for Consumer Financing Compliance

Friday, October 24, 2014—NORTHWEST COMMUNITY COLLEGE, SHELDON
 Dealer 101 – “I’m Glad you Told Me That”
 Dealer Guidance for Consumer Financing Compliance

Thursday, October 30, 2014 - HAWKEYE COMMUNITY COLLEGE – CEDAR FALLS
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Thursday, November 6, 2014 -IOWA WESTERN COMMUNITY COLLEGE – COUNCIL BLUFFS

Safety and Environmental Education for Auto Dealers
Compliance Requirements, Policies and Procedures for Buy Here Pay Here Dealerships

Friday, November 7, 2014 -WESTERN IOWA TECH COMMUNITY COLLEGE – SIOUX CITY

Dealer 101 – “I’m Glad you Told Me That”

Safety and Environmental Education for Auto Dealers
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Thursday, November 13, 2014 -WESTERN IOWA TECH COMMUNITY COLLEGE – SIOUX CITY

Compliance Requirements, Policies and Procedures for Buy Here Pay Here Dealerships

Friday, November 14, 2014 -SOUTHEASTERN IOWA COMMUNITY COLLEGE – BURLINGTON

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Safety and Environmental Education for Auto Dealers
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Friday November 21, 2014 -NORTHEAST IOWA COMMUNITY COLLEGE – DUBUQUE

Dealer 101 – “I’m Glad you Told Me That”

Safety and Environmental Education for Auto Dealers
Dealer Guidance for Consumer Financing Compliance

Monday, November 24, 2014 -DES MOINES AREA COMMUNITY COLLEGE – SOUTHRIDGE CENTER, DES MOINES, IOWA

Dealer 101 – “I’m Glad you Told Me That”

Monday, December 1, 2014 -IOWA WESTERN COMMUNITY COLLEGE – COUNCIL BLUFFS

Dealer 101 – “I’m Glad you Told Me That”

Safety and Environmental Education for Auto Dealers

Thursday, December 4, 2014 -KIRKWOOD COMMUNITY COLLEGE – CEDAR RAPIDS

Compliance Requirements, Policies and Procedures for Buy Here Pay Here Dealerships

Friday, December 5, 2014 -KIRKWOOD COMMUNITY COLLEGE – CEDAR RAPIDS

Dealer 101 – “I’m Glad you Told Me That”

Safety and Environmental Education for Auto Dealers
Dealer Guidance for Consumer Financing Compliance

Tuesday, December 9, 2014 -SCOTT COMMUNITY COLLEGE – URBAN CENTER, DAVENPORT

Compliance Requirements, Policies and Procedures for Buy Here Pay Here Dealerships

Safety and Environmental Education for Auto Dealers
Dealer 101 – “I’m Glad you Told Me That”

Friday, December 12, 2014 -DES MOINES AREA COMMUNITY COLLEGE – SOUTHRIDGE CENTER, DES MOINES, IOWA

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ARA Updates

Industry news from the national association

Louisiana Files Suit Against State Farm

Attorney General of Louisiana filed suit against State Farm Insurance last week alleging the insurer has violated the state's Unfair Trade Practices and Consumer Protection Law by steering consumers to direct repair providers that have signed agreements with the insurance company. State Farm currently holds the largest share of auto insurance policies in Louisiana and in 2012, wrote one third of all auto insurance policies in the state totaling over \$1 billion in premiums.

The lawsuit alleges State Farm is using scare tactics to steer Louisiana consumers to preferred repair shops. State Farm has seen several other lawsuits recently targeting its direct repair program, PartsTrader. The Louisiana lawsuit also alleges that the insurance provider is forcing its preferred shops to perform vehicle repairs cheaply and quickly, using sub-standard parts and methods that may not meet consumer safety and vehicle manufacturer performance standards. In remarks about the lawsuit, **Attorney General Buddy Caldwell made disparaging comments about the utilization of recycled, genuine OEM parts**, saying that State Farm deceives customers by steering them to use cheaper or used auto parts, or parts found to be knock-offs of questionable quality.

Caldwell's comments about recycled OEM parts are similar to those made in 2011 by West Virginia's then-Attorney General Darrell McGraw in reference to a lawsuit against Liberty Mutual Insurance Company. In December 2011 West Virginia filed a complaint and petition for injunction against Liberty Mutual Insurance Company and Greg Chandler's Frame & Body, LLC, alleging that the defendants violated the state's Automotive Crash Parts Act and Consumer Credit and Protection Act by repairing new vehicles using salvage crash parts without obtaining the written consent of the motor vehicle owner at the time of the repair. ARA wrote to the AG to express disappointment about statements published by McGraw's office, specifically objecting to references classifying recycled/salvaged parts to "junkyard parts".

In June the West Virginia Supreme Court of Appeals ruled that the state's Automotive Crash Parts Act does not apply to the use of salvage/recycled OEM parts and as such, affirmed the use of salvage/recycled OEM crash parts in vehicle repairs. The Court found neither statute prohibited body shops or insurers from utilizing these parts, and, moreover, applauded the insurers for using measures to reduce premium costs for their customers. ARA will continue to actively monitor this issue and will be reaching out to the Louisiana Attorney General's office regarding Caldwell's misleading characterization of recycled parts.

AZ-ARA Hosting Charity Golf Tournament

In October 2004, Wendy was diagnosed with breast cancer and underwent a lumpectomy, followed by 6 chemotherapy and 34 radiation treatments. The lumpectomy was successful, and her doctors believed she was in remission; in August 2008, her left arm started aching. Wendy was with a group of friends and they decided to ride a mechanical bull. She was thrown from the bull and landed directly on her left shoulder. She went to the doctor and an MRI showed that her breast cancer had metastasized to bone cancer in her arm. The cancer was not curable, but treatable. To this day she thanks the mechanical bull.

ARA members have an opportunity to help Wendy Wilson in her battle against cancer. On October 11, 2014, the [Arizona Auto Recycler's Association \(AARA\)](#) is hosting a golf tournament at Gold Canyon Ranch in Apache Junction, Arizona to raise funds to help Wendy with her medical expenses. To participate, please complete a [registration form online](#). To read the complete story, please [click here](#).



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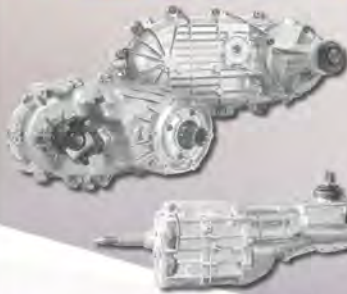
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